Fr. Agnel College of Arts and Commerce, Pilar – Goa

S.Y.B.Com Fourth Semester

Semester End Examination, April 2011

2.

BUSINESS ECONOMICS II

Duration : 2 Hours   **Total Marks : 80**

Instructions :

i)   All Questions are compulsory, however internal choice is available.
ii)   Answer sub-questions in Question. 1 and Question.2 in not more than 100 words each.
iii)   Answer questions Question. 3 to Question. 6 each in not more than 400 words.
iv)   Figures to the right indicate marks to the question/ sub-question.
v)   Paper carries maximum of 80 marks.

Q1. Write short notes on: (any four)   (4 x 4 = 16)

a) IMF b) Taxable income c) IFC d) ADB e) Progressive Tax Rates f) International Liquidity

Q2. Write short notes on: (any four)   (4 x 4 = 16)

a) Proportional Tax Rates b) IDA c) IBRD d) Quid-Pro-Quo e) Special Assessment f) SDR's

Q3. A. Discuss the various objectives of Fiscal Policy.   (12)

OR

Q3. B. Explain the role of Fiscal Policy in depression.   (12)

Q4. A. Briefly explain the various forms of revenue of the Government.   (12)

OR

Q4 B. Briefly explain the canons of taxation.   (12)

Q5 A. Explain the demerits of Direct taxation.   (12)

OR

Q5 B. Explain the merits of Indirect taxation.   (12)

Q6. A. Discuss the role of Public Expenditure in the economy.   (12)

OR

Q6 B. Explain the forms of Public Debt.   (12)

Duration : 2 Hours   Total Marks : 80

Instructions :
   i.   All Questions are **compulsory**, however internal choice is available.
   ii. Answer sub-questions in **Question. 1 and Question.2** in not more than 100 words each.
   iii. Answer questions **Question. 3 to Question. 6** each in not more than 400 words.
   iv. Figures to the **right** indicate marks to the question/ sub-question.
   v.   Paper carries maximum of 80 marks

Q.1.   Answer **any four** of the following: (16)

   a)   What is the object of the Copyright Law?
   b)   Give the meaning of bill of exchange.
   c)   Define a trade mark.
   d)   What does the term 'Foreign Exchange' mean and include?
   e)   What is the term of copyright protection for cinematograph films and photograph?
   f)   What are the rights of a performer?

Q.2.   Answer **any four** of the following: (16)
   a)   What is the function of a trademark?
   b)   What does 'Repatriate to India' mean?
   c)   What does Copyright protect?
   d)   What marks are not registrable in India?
   e)   What is general acceptance and qualified acceptance?
   f)   Explain the term Indian currency.

Q.3. a. Explain the concepts 'Descriptive Similar Marks' and 'Collective Marks'.   (12)
                                    OR
Q.3.b. Explain who is a Non Resident Indian (NRI) and a Person of Indian Origin (PIO).

Q.4. a. What right does Copyright confer on the author and is Registration compulsory   (12)
        in India?

                                    OR
Q.4.b. Explain presentment for payment?

Q.5.a. Explain the various kinds of indorsements.   (12)
                                    OR
Q.5.b. Explain what are non patentable inventions.

Q.6.a. State the various remedies available in case of Infringement of patent.   (12)
                                    OR
Q.6.b. What are the essential requirements for the registration of 'design' under the Designs Act?

BUSINESS FINANCE

Duration : 2 Hours   Total Marks : 80

Instructions :
  i.   All Questions are **compulsory**, however internal choice is available.
  ii.   Answer sub-questions in **Question. 1 and Question.2** in not more than 100 words each.
  iii. Answer questions **Question. 3 to Question. 6** each in not more than 400 words.
  iv.   Figures to the **right** indicate marks to the question/ sub-question.
  v.   Paper carries maximum of 80 marks.

Q.1.   Answer **any four** of the following: 16

  i)   Distinguish between Trade credit and Bank credit.
  ii) What are Public deposits? Explain its benefits.
  iii) Explain the benefits and disadvantages of Self financing.
  iv) What is Customer advance? Explain its merits and limitations
  v)   Explain the importance of FDI in the inflow of Foreign Capital
  vi) Explain the meaning of Certificate of deposits

Q.2.   Answer **any four** of the following: 16

  i)   What is Stock exchange? Explain its functions.
  ii) What are the advantages of listing of securities?
  iii) Explain the main functions of Merchant banking
  iv) Explain the advantages and limitations of Mutual Funds in India.
  v)   What is dematerialization of shares?
  vi) Explain briefly the role of SEBI in investor protection

Q.3. A.   Explain the meaning , merits and demerits of factoring   12
                                OR
Q.3. B.   "Installment credit is better than bank credit."Explain.   12

Q.4. A.   What is Lease Finance? Explain the different types of Leasing.   12
                                OR
Q.4. B.   Discuss briefly equity and preference shares as sources of long term finance.   12

Q.5. A.   Explain the procedure of listing of securities   12
                                OR
Q.5. B.   State and explain the types of Capital Market   12

Q.6. A.   Describe the various types of Mutual fund schemes.   12
                                OR
Q.6. B.   Explain the meaning and different methods of underwriting of securities.   12

Fr. Agnel College of Arts and Commerce, Pilar – Goa

S.Y.B.Com.

Fourth Semester Examination, April 2011

ADVERTISING

Duration : 2 Hours   Total Marks : 80

Instructions :

i)	All Questions are compulsory, however internal choice is available.	
ii)	Answer sub-questions in Question. 1 and Question.2 in not more than 100 words each.	
iii)	Answer questions Question. 3 to Question. 6 each in not more than 400 words.	
iv)	Figures to the right indicate marks to the question/ sub-question.	
v)	Paper carries maximum of 80 marks.	

Q.1. Answer **any four** short notes: 16
- i.   What are symbolic visuals?
- ii. A trademark is a legal protection. Explain.
- iii. Thumbnail sketches.
- iv. What is the basic purpose of a slogan in an ad?
- v.   Copywriting for posters.
- vi. Logo and logotype. Explain.

Q.2. Answer **any four** of the following: 16
- i.   Explain the basics of a straight radio commercial.
- ii. Write a note on the benefits of advertising testing.
- iii. Explain what is meant by an in-house agency.
- iv. What are the functions of the media department in an ad agency?
- v.   Elaborate on the agency charges method and the cost plus system.
- vi. DAGMAR, a method of advertising research.

Q.3. A. Discuss the essential qualities of an effective illustration.   12

OR

Q.3. B. Write a detailed note on the principles of an effective layout   12

Q.4. A. Discuss the relevance of copy and the various components of copy.   12

OR

Q.4. B. Copy styles are of different kinds. Explain.   12

Q.5. A. Post-testing methods are used to judge the effectiveness of the ad campaign. Discuss the various methods available.   12

OR

Q.5. B. Explain in detail the following pre-testing methods: 12
The checklist method, the consumer jury method and the sales area test.

Q.6. A. Advertisers choose an ad agency for different reasons. Explain them.   12

OR

Q.6. B. When does client turnover occur? Discuss the guidelines to be followed by the advertiser and agency to maintain a healthy Client-Agency relationship.   12

Ft. Agnel College of Arts and Commerce, Pilar – Goa
S.Y.B.Com. Fourth Semester
Semester End Examination, April 2011

RURAL MARKETING

Duration : 2 Hours   Total Marks : 80

Instructions :
  i)   All Questions are **compulsory**, however internal choice is available.
  ii)   Answer sub-questions in **Question. 1 and Question.2** in not more than 100 words each.
  iii) Answer questions **Question. 3 to Question. 6** each in not more than 400 words.
  iv)   Figures to the **right** indicate marks to the question/ sub-question.
  v)   Paper carries maximum of 80 marks.

Q.1.   Answer **any four** of the following: 16
        i.   Multiplier effect of rural demand
        ii.   Public distribution system
        iii.   Rural retailer's behavior
        iv.   Delivery vans
        v.   Informal media
        vi.   Syndicated distribution

Q.2.   Answer **any four** of the following: 16
        i.   Marketable & marketed surplus
        ii.   Managing sales force
        iii.   Features of agriculture production
        iv.   NAFED
        v.   Crop insurance
        vi.   Opinion leader

Q.3. A.   One of major tasks in rural marketing is organizing an effective distribution channel. Discuss.   12

OR

Q.3. B.   Distribution is the key factor in tapping the rural market. Explain with examples distribution strategies adopted by companies in rural market.   12

Q.4. A.   What are the different constraints in marketing communication & promotion in rural context?   12

OR

Q.4. B.   Examine & suggest an appropriate media mix for an effective communication with the rural audience.   12

Q.5. A.   Explain the unique traits on the part of salesman for rural marketing.   12

OR

Q.5. B.   State and Explain the role of salesman.   6
           Explain the main task involved in sales force management.   6

Q.6. A.   Which are the various methods of sales used in marketing in agricultural product?   12

OR

Q.6. B.   What are the problems of transportation of agricultural commodities? Give suggestions for improvement.   12

APPLIED COMPONENT PAPER
DISTRIBUTION AND RETAIL MANAGEMENT

Duration : 2 Hours   Total Marks : 80

Instructions :

i.   All Questions are **compulsory**, however internal choice is available.
ii.   Answer sub-questions in **Question. 1 and Question.2** in not more than 100 words each.
iii.   Answer questions **Question. 3 to Question. 6** each in not more than 400 words.
iv.   Figures to the **right** indicate marks to the question/ sub-question.
v.   Paper carries maximum of 80 marks.

Q.1.   Answer **any four** of the following: 16
      i.   State the difference between value and price.
      ii.   Explain the meaning of product depth and product width.
      iii.   Explain Leader pricing and Everyday low pricing.
      iv.   How can wandering customers be vital for an organization?
      v.   Discuss the need for studying consumer behavior
      vi.   Explain the concept of Market Skimming.

Q.2.   Answer **any four** of the following: 16
      i.   Explain the importance and benefits of Customer service.
      ii.   Briefly explain the need for Supply chain management.
      iii.   Explain Standardization approach with suitable examples.
      iv.   What do you mean by customer service?
      v.   Explain the need for studying Consumer behavior.
      vi.   Why is it necessary to manage customer expectation?

Q.3. A.   Explain the various types of goods.   12
OR
Q.3. B.   Explain the various communication methods used by today's retailers to   12
communicate with its customers

Q.4. A.   "Customer buying decision is outcome of different processes and factors".   12
Discuss with relevant examples.
OR
Q.4. B.   Explain the changing trends among the Indian consumers.   12

Q.5. A.   Explain the meaning and features of Loyalty programmes   12
OR
Q.5. B.   Explain the meaning and importance of CRM. What role does CRM play in   12
modern retailing.

Q.6. A.   Explain the steps taken for Service recovery.   12
OR
Q.6. B.   What is retail logistics? Why is the concept of reverse logistics gaining   12
importance?

BUSINESS ENVIRONMENT

Duration: 2 Hours   Total Marks: 80

Instructions :
i)   All Questions are **compulsory**, however internal choice is available.
ii)   Answer sub-questions in **Question. 1 and Question.2** in not more than 100 words each.
iii)   Answer questions **Question. 3 to Question. 6** each in not more than 400 words.
iv)   Figures to the **right** indicate marks to the question/ sub-question.
v)   Paper carries maximum of 80 marks.

Q.1. Answer <u>**any four**</u> of the following: 16

     i.   Steps required for Consumer Protection.

     ii.   Give any eight favorable factors for Globalization of Indian Business.

     iii.   Public Distribution System (PDS).

     iv.   Meaning of Globalization.

     v.   Any two purposes of the Competition Act 2002.

     vi.   Advantages of Globalization.

Q.2.   Answer <u>**any four**</u> of the following: 16

     i.   Characteristics of Multinational Corporations.

     ii.   Globalization and its Impact on Goan Economy.

     iii.   Forms of Foreign Investment.

     iv.   Business Groups in Goa.

     v.   Structure of WTO.

     vi.   Local self Governments in Goa.

Q.3. A. Explain Coastal Regulation Zone (CRZ) Rules 1986 as an Environmental Legislation enacted in India.   12

OR

Q.3. B. Critically evaluate the New Industrial Policy 1991.   12

Q.4. A. State the Important features of Globalization.   **12**

<div align="center">**OR**</div>

Q.4. B. Explain Exporting, and Contract Manufacturing as Globalization of business
strategies.   **12**

Q.5. A. Discuss briefly the benefits and dangers of Multinational operating in developing
countries.   **12**

<div align="center">**OR**</div>

Q.5. B. Review the working of Multinationals in India.   **12**

Q.6. A. Explain Industrial Incentive in Goa.   **12**

<div align="center">**OR**</div>

Q.6. B. Write an essay on environmental movements in Goa.   **12**

Fr. Agnel College of Arts and Commerce, Pilar – Goa

S.Y.B.Com.

Fourth Semester Examination, April 2011

BUSINESS COMMUNICATION

Duration : 2 Hours   Total Marks : 80

Instructions :

i)   All Questions are compulsory, however internal choice is available.
ii)   Answer sub-questions in Question. 1 and Question. 2 in not more than 100 words each.
iii)   Answer questions Question. 3 to Question. 6 each in not more than 400 words.
iv)   Figures to the right indicate marks to the question/ sub-question.
v)   Paper carries maximum of 80 marks.

Q.1.   Answer **any four** of the following: 16
      i.   What is meant by commercial jargon?
      ii.   The "You attitude" puts the reader first- Explain.
      iii.   Why is there need for clarity and conciseness in a letter?
      iv.   Explain the significance of the inside address in commercial correspondence.
      v.   What is the difference between the full block and the indented letter layout formats?
      vi.   The 4 C's of communication. Explain.

Q.2.   Answer **any four** of the following: 16
      i.   Tender notices. Explain.
      ii.   While adjusting claims, when is a conditional apology given?
      iii.   State the different types of debtors that exist.
      iv.   Why is timing important while writing a collection letter?
      v.   Elaborate the terms -- Debit note, Markings, F.O.R., Trade discount.
      vi.   What is the basic structure of a short individual report?

Q.3. A.   "Urgently required Clerks for leading Urban Co-op Credit Society for its branch at North   12
      Goa. Interested candidates must be graduates (B.Com/B.Sc.) and must have computer
      knowledge. Apply with full bio-data to Box No. 3356, Herald Publications, Panaji, Goa."

Draft a reply to this advertisement.

OR

Q.3. A.   Mr. E. Naidu was a student of Loyola High school. He was an irregular and arrogant student who failed twice in Std VII. He is now seeking employment in a multi- national co. in Dubai. As the principal of his school, draft an honest testimonial.   6

Q. 3. B.   As head of the department you are required to draft a congratulatory letter to Ms. Shefali Sinha who recently got married.   6

Q.4. A.   Pro Business Centre located at Senapati Bapat Road, Pune - 411 016 stocks the latest Audi A 4 luxury cars. The car has the most advanced features and superior technology. As the manager of Car World, Goa make inquiries with them.   8

Q.4. B.   Mention the essentials to be considered while replying to a letter of inquiry.   4

OR

Q.4. A.   Order your stock of 500 notebooks, 200 blank books, 100 pencil boxes and any other necessary stationary required by your retail store Page Perfect Stationary, Margao, Goa. Write to Navneet Publishers, New Delhi specifying date of delivery, mode of payment and means of transportation.   8

Q.4. B.   Explain a time bound and a conditional order.   4

Q.5. A.   Draft a sales letter to be sent to **students** to join any one of the following courses: 8
    i.   A six- month intensive yoga class.
    ii.   A three- month computer course in flash animation.

Q. 5. B.   Fault under investigation, complaint genuine – explain these types of adjustment.   4

OR

Q.5. A.   Your old customer Mr. Naik has run into financial problems and has not paid your bill for the last three months. Write a considerate collection letter to him suggesting payment by installments.   8

Q. 5. B.   When and why are stunt letters written?   4

Q.6. A.   Write a letter to Mr. G. K. Wagle concerning the credit worthiness of The Food Stop, a food chain that has asked credit from you.   6

Q.6. B.   E-mail as a means of business communication. Elaborate.   6

OR

Q.6. A.   Visuals aids have a stronger impact than the spoken word. Discuss any three visual aids used.   6

Q. 6. B   Write a short note on any three special reports.   6

Fr. Agnel College of Arts and Commerce, Pilar – Goa
S.Y.B.Com. Fourth Semester
Semester End Examination, April 2011

STATISTICAL TECHNIQUES

Duration : 2 Hours   Total Marks : 80

Instructions :
- i)   All Questions are **compulsory**, however internal choice is available.
- ii)   Non-programmable calculators are allowed.
- iii) Graph papers will be supplied on request.
- iv)   Figures to the **right** indicate marks to the question/ sub-question.
- v)   Paper carries maximum of 80 marks.

Q.1.   Answer **any four** of the following: 16
- i.   Find the value of 'r' given $n = 6$, $\sum x = 47$, $\sum y = 26$, $\sum xy = 239$, $\sum x^2 = 431$, $\sum y^2 = 146$.

- ii.   State any four properties of correlation coefficient

- iii. Given means of x and y are 65 and 67 , their variances are 6.25 and 12.25 respectively and correlation coefficient between them is 0.8 , obtain the best estimate of x when y = 70

- iv.   A ball is drawn at random from a box containing 6 red balls, 5 white balls and 3 blue balls. Find the probability that it is a red or a white ball.

- v.   A room has three sockets for bulbs. From a collection of 10 light bulbs of which 6 are defective, a person selects 3 at random and puts them in the sockets. What is the probability that at least one lamp is lighted.

- vi.   For a Poisson distribution with $P(x=0) = e^{-2.25}$, find mean and standard deviation.

Q.2.   Answer **any four** of the following: 16
- i.   Find mean and standard deviation for a Binomial distribution with parameters $n = 6$ and $p = \dfrac{1}{3}$

- ii.   Discuss between the census and sample methods of collecting data.

- iii. A sample of 50 bulbs from a large consignment showed a mean life of 52 hours with a standard deviation of 4 hours. Find the limits within which the mean life of the bulbs lies almost certainly.

- iv.   Define control charts. Explain the different types of control charts.

- v.   The mean life of 1000 batteries of a certain make are normally distributed around a mean of 70 hours with a standard deviation of 5 , estimate the number of batteries expected to last less than 69 hours.
        (given area between t = 0 and t = 0.2 is 0.0793)

- vi.   Given the following data

	Mean	Standard deviation
Yield of rice	10	8
Annual rainfall	8	2

Correlation coefficient = 0.5
Estimate the yield of...

Q.3. A. Attempt the following

(a) Calculate the product moment coefficient of correlation for the given data

Month	January	February	March	April	May	June	July
Income	46	54	56	56	58	60	62
Expenditure	36	40	44	54	42	58	64

(b) The two lines of regression are $5x + 6y = 160$ and $2x + 4y = 80$, find average of x , average of y and correlation coefficient between x and y

OR

Q.3. B. Attempt the following

(a) Calculate rank correlation coefficient for the following data

Price of tea	75	88	95	70	60	80	81	50
Price of coffee	120	134	150	115	110	140	142	100

(b) The two regression equations are $10x + 3y - 62 = 0$ and $6x + 5y - 50 = 0$
(i)   Identify the regression equation of x on y
(ii)   If standard deviation of y = 2 , find standard deviation of x

Q.4. A. Attempt the following

(a) A man draws 2 balls from a bag containing 3 white and 5 black balls. If he is to receive ₹ 14 for every white ball and ₹ 7 for every black ball drawn, what is his expectation?

(b) A sales tax officer has reported the average sales of the 500 firms that he has to deal with during a year amount to ₹ 72,000 with a standard deviation of ₹ 20,000. Assuming that the sales in these firms are normally distributed , find
(i)   The number of firms whose sales are over ₹ 80,000
(ii)   The percentage of firms whose sales are likely to range between ₹ 60,000 and ₹ 80,000
(given area between t = 0 and t = 0.4 is 0.1554
area between t = 0 and t = 0.6 is 0.2257)

OR

Q.4. B. Attempt the following

(a) A box contains 8 tickets bearing the numbers 1 , 2 , 3 , 5 , 7 , 8 , 9 , 10 One ticket is drawn at random and kept aside , then the second is drawn. Find the probability that both the tickets show odd numbers.

(b) In a certain factory manufacturing bolts, the probability that a bolt is defective is 0.002, the bolts are supplied in packets of 100. Use Poisson distribution to calculate the approximate number of packets containing
(i)   No defectives
(ii)   At least one defective bolt in a consignment of 10,000 bolts,
(given $e^{-0.2} = 0.8187$, $e^{-0.02} = 0.0135$)

Q.5. A.   Attempt the following   12
          (a) During an examination of equal length of cloths the following are the
              number of defects observed
              2 , 3 , 4 , 0 , 5 , 6 , 7 , 4 , 3 , 2
              Draw a control chart for the number of defects and comment whether the
              process is under control.

          (b) A sample of 400 items is taken from a normal population whose mean is 4
              and whose variance is 4. If the sample mean is 4.45, can the sample be
              regarded as a truly random sample? Give necessary justification for your
              conclusion.

                                        OR

Q.5 B.   Attempt the following   12
          (a) The following table gives the number of defects observed in 8 woollen
              carpets passing as satisfactory. Construct the control chart for the number
              of defects.

Serial no. of carpets	1	2	3	4	5	6	7	8
No. of defectives	2	5	5	6	1	5	1	7

          (b) A manufacturer claimed that at least 95% of the equipment which he
              supplied to a factory conformed to specifications. An examination of a
              sample of 200 pieces of equipment revealed that 182 were faulty. Test his
              claim at a significance of 5%

Q.6.A.   Attempt the following   12
          (a) You are given the value of sample means and range for 10 samples of size
              5 each. Draw mean chart and comment on the state of control of the
              process.

Sample	1	2	3	4	5	6	7	8	9	10
Mean of X	43	49	37	44	45	37	51	46	43	47
R	5	6	5	7	7	4	8	6	4	6

              (given for $A_2 = 0.577$, n = 5)

          (b) A random sample of 400 items is found to have a mean of 82 and standard
              deviation of 18. Find 99% confidence limits for the mean of the
              population from which the sample is drawn.

                                        OR

Q.6.B.   Attempt the following   12
          (a) Draw the range chart from the following data and state your conclusions

Sample no.	1	2	3	4	5	6	7	8	9	10
Sample range	2.1	3.1	3.9	2.1	1.9	3.0	2.5	2.8	2.5	2.0

              (given for n = 5 , $D_3 = 0$, $D_4 = 2.115$)

          (b) A random sample of 35 individuals selected from a certain population
              showed that 6 of them are left- handers. Obtain the limits within which the
              proportion of left- handers in the population lies almost certainly.

Duration: 2Hours

Marks: 80

Instructions: 1) Q.no 1 is compulsory

2) Answer ANY THREE from Q.no.2 to Q.No.6

3) All questions carry equal marks.

4) Working notes should form part of answer.

5) Figures to the right indicate marks.

Q.I) Janata co. ltd. Naisk was incorporated with an authorized share capital of Rs.10,00,000 divided into 10,000 equity shares of Rs. 100 each. The following is the trial balance as on 31st march 2011.

(20)

Trial balance as on 31st march 2011

Particulars	Debit Rs.	Credit Rs.
Plant and machinery	5,60,000	
Land and building	5,62,400	
Share capital called up		8,00,000
Loose tools	38,000	
Preliminary Expanses	22,000	
Furniture	14,000	
Cash in hand	8,400	
10%governments bonds(face value of Rs.50,000)	49,000	
Bills receivables	54,720	
Goodwill	1,62,000	
Motor Vehicles	11,000	
Sundry Debtors	82,000	
Interim dividend paid	17,000	
Calls in arrears	50,000	
Purchases	9,37,000	
Advertisement	10,000	
Audit Fees	4,160	
Carriage outward	15,800	
Wages	50,000	
Discount allowed	5,800	
Insurance	16,600	
Stock(1.4.2010)	1,90,000	
General expenses	2,640	
Salaries	20,000	
Bad debts	2,000	
Share premium		
Sundry creditors		4,000
Bills payable		58,400
General reserve		20,000
Sinking fund		1,50,000
Deposits		20,000
Profit & loss appropriation account (1.4.2010)		20,000
Share of transfer fees		60,000
Reserve for bad and doubtful debts		3,200
Sales		2,000
Rent received		12,60,000
15%Debentures		43,200
Bank overdraft		3,00,000
Discount		1,40,000

The following adjustments have also to be made:

1. The stock on 31st march 2011 was valued at Rs.1, 90,000.
2. The provision for doubtful debts to be maintained at 5% on debtors.
3. Provide depreciation on plant and machinery at 5% and furniture at 10% p.a.
4. Outstanding wages Rs.4000.
5. Insurance prepaid of Rs.1500.
6. Interest on debenture and from government bonds is due and accrued for the year.
7. Provision for taxation to be made at 50% on net profit.
8. Write off 30% of preliminary expenses.
9. The directors propose the following appropriation of profit:
   a) To declare a tax free dividend of 10% on paid up capital.
   b) To transfer a sum of Rs.5, 000 to general reserve.
      Prepare Trading and Profit &Loss Account and the Balance Sheet as on 31st March 2011.

Q.II) From the following trading and profit and loss account of Busy Ltd for the year ended 31st March 2010 and 31st March 2011 you are required to prepare a comparative Income statement and give your interpretation on this statement. (20)

Trading and profit & loss A/c for the year ended 31st March

DR Particulars	31.3.2010 Rs.	31.3.2011 Rs.	Particulars	31.3.2010 Rs.	CR 31.3.2011 Rs.
To opening stock	80,000	1,20,000	By sales	6,00,000	10,00,00
To purchases	3,00,000	8,00,000	By closing stock	1,20,000	3,00,00
To wages	1,00,000	1,60,000			
To factory exps.	80,000	1,00,000			
To gross profit c/d	1,60,000	1,20,000		-	
	7,20,000	13,00,000		7,20,000	13,00,00
To salaries	10,000	12,000	By Gross Profit b/d	1,60,000	1,20,00
To rent and taxes	8,000	10,000	By Interest	500	50
To carriage outward	12,000	10,000			
To Delivery Exps.	6,000	3,000			
To Advertisement	15,000	10,000			
To Interest	8,000	4,000			
To Bad Debts	1,000	-			
To Depreciation	13,000	13,000			
To Provision for Tax	30,000	24,000			
To Net Profit transferred to General Reserve	57,500	34,500		-	
	1,60,500	1,20,500		1,60,000	1,20,50

QIII) The following is the Balance Sheet of ABC Ltd.as on 31ˢᵗ March 2011   (20)

Liabilities	Rs.	Assets	Rs.
General Reserve	61,500	Cash	2,500
Overdraft from Bank of India	26,000	Stock	42,500
8%Debentures	38,500	Plant & Machinery	1,05,000
13%Pref.Share Capital	50,000	Prepaid Expanses	3,500
Equity Share Capital	1,25,000	Furniture & Fittings	52,500
Bills Payable	10,000	Goodwill	38,500
Profit & Loss Account	65,000	Investments	24,500
Sundry Creditors	52,000	Bills Receivable	12,500
Income Received in advance	5,000	Bank Balance	14,000
Provision for tax	12,500	Preliminary Expanses	10,000
Accumulated Depreciation on:		Land & Building	1,27,000
Land and Building	15,000	Sundry Debtors	55,000
Plant and Machinery	17,500	Discount on Issue of Shares	5,000
Furniture and Fittings	20,000	Patents	30,500
Share Premium	25,000		
	5,23,000		5,23,000

Rearrange the above statement in vertical form and prepare common-size Balance Sheet.

QIV) The following is the Balance Sheet and Profit and Loss a/c of X Ltd.   (20)

Balance Sheet as at 31ˢᵗMarch 2011

Liabilities	Rs.	Assets	Rs.
Equity Capital	6,00,000	Goodwill	2,00,000
12% Preference Capital	2,00,000	Plant & Machinery	5,00,000
15% Debentures	4,00,000	Furniture	3,00,000
Unsecured loans	4,00,000	Vehicles	2,00,000
Sundry Creditors	3,00,000	Sundry Debtors	5,00,000
Provision for Tax	60,000	Stock	3,00,000
Reserve and Surplus	2,50,000	Cash Balance	1,50,000
		Prepaid expenses	40,000
		Preliminary expenses	20,000
	22,10,000		22,10,000

Profit & Loss A/C for the year ended 31ˢᵗ March 2011

	Rs.		Rs.
To Opening Stock	2,00,000	By Net Sales	43,10,000
To Purchases	36,00,000	By Closing stock	3,00,000
To Manufacturing Expanses	3,00,000		
To Administration Expanses	2,00,000		
To Selling Expanses	1,60,000		
To Finance Expanses	1,00,000		
To Net Profit c/d	50,000		
	46,10,000		46,10,000

Present the above in vertical form and compute Balance Sheet and Revenue Statements Ratios.

Q.V) The following are the summarised Balance Sheets of ABC Ltd. As on 31st March, 2010 and 2011.
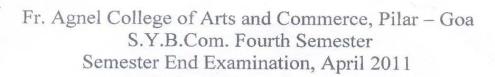
(20)

Liabilities	As at 31.3.2010 Rs.	As at 31.3.2011 Rs.	Assets	As at 31.3.2010 Rs.	As at 31.3.2011 Rs.
Share capital	10,00,000	10,00,000	Land	3,95,000	3,59,000
Retained Earnings	40,000	80,000	Plant & Machinery	4,12,000	4,30,900
Mortgaged Loan	69,000	1,01,000	Goodwill	30,000	25,000
Provision for Taxation	68,000	72,000	Stock	2,25,000	3,02,000
Outstanding Wages	8,000	6,000	Bill Receivable	70,000	1,18,000
Sundry Creditors	2,36,000	2,54,000	Sundry Debtors	3,50,000	4,21,400
Bank Overdraft	-	80,000	Cash	11,000	16,500
Provision for Doubtful Debts	9,000	12,000	Prepaid expanses	5,000	7,200
Proposed Dividend	70,000	75,000	Preliminary Expanses	2,000	-
				-	-
	15,00,000	16,80,000		15,00,000	16,80,000

1. A machinery worth Rs.75,000 was purchased during the year
2. An old machinery having written down value of Rs.5, 000 was sold for Rs.25,000.
3. Land costing Rs.36, 000 was sold for Rs.70, 000 during the year.
4. Income tax paid during the year Rs.70, 000.
5. Proposed dividend of last year has been paid during the year.
   You are required to prepare:
   i) A statement showing changes in working capital.
   ii) A statement of sources and application of funds for the year ended 31st March, 2011.

(4×5) = 20

QVI) Write short notes on:
1. Vertical Statements.
2. Contingent Liabilities.
3. Cash Flow Statements
4. Combined Ratios.

Fr. Agnel College of Arts and Commerce, Pilar – Goa
S.Y.B.Com. Fourth Semester
Semester End Examination, April 2011

E-ACCOUNTING

Duration: 1 Hour   Total Marks: 50

Instructions:
    i) All Questions are **compulsory**, however internal choice is available.
    ii) Answer sub-questions in **Question. 1** in not more than 100 words each.
    iii) Answer **Question. 2 to Question. 4** each in not more than 400 words.
    iv) Figures to the **right** indicate marks to the question/ sub-question.
    v) Paper carries maximum of 50 marks.

Q.1.   Write short notes on **any four** of the following: 20
    a. Disadvantages of e-commerce
    b. Elements of e-branding
    c. Online payment categories
    d. The three phases of e-Customer Relationship Management
    e. The pay off in e-Supply Chain management
    f. Advantages of Mobile phones

Q.2.A.   What are the internal resisting issues that Indian corporate face while e-transforming themselves?   10
OR
Q.2.B.   Why should buyers pay online?   10

Q.3.A.   Explain the properties of electronic cash.   10
OR
Q.3.B.   Explain the business touch points for e-Customer Relationship Management.   10

Q.4.A.   E-Supply Chain Management provides "Real Time" Benefits. Discuss.   10
OR
Q.4.B.   Trace the growth of Mobile Commerce.   10